

<i>Title:</i>	NEW ADB BUSINESS OPPORTUNITIES, PROPOSED LOAN PROJECTS, JUNE 2006
<i>Subject Country(ies)</i>	Bangladesh, Pakistan, Papua New Guinea and Vietnam
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1. This report alerts U.S. firms to **US\$ 360 million** in new, potential procurement of goods and services in Bangladesh, Pakistan, Papua New Guinea and Vietnam. These opportunities are examples of the many procurements financed by Asian Development Bank (ADB) loans to 38 ADB developing member countries. For 2005, U.S. contractors and equipment suppliers succeeded in winning US\$ 202.623 million in such national procurements as well as another US\$ 46.26 million in consulting services financed by ADB loans, and technical assistance grants.

2. This is an early report to notify prospective U.S. exporters of subsequent formal consideration of development projects by the ADB Board of Directors. Generally, tender documents are issued 12-24 months after loan approval. Interested prospective U.S. contractors and equipment suppliers should contact the persons listed below to position themselves for the upcoming opportunities. U.S. consultants should contact the persons listed below and submit an Expression of Interest (EOI) to the national executing agency to market their firms' expertise and experience on similar past projects and eventually receive notices of upcoming tenders.

3. U.S. consultants must also register with the ADB DACON (Data on Consulting Firms) system. DACON registration should be completed on-line at

<http://www.adb.org/consulting/dacon>>. For loan projects, primary responsibility for hiring consultants rests with the executing agency in the borrowing country. A good way to facilitate contact with the executing agency is by working with the appropriate U.S. Embassy Officer contact identified at the end of each project summary, i.e., “In-Country US Embassy Commercial Officer”.

4. Firms may also send a notification copy of their EOIs to the U.S. Commercial Service Liaison Office to the ADB, Attention: Frank Foster, Senior Commercial Officer, PSC 500 Box 33, FPO AP 96515-1000, or to the same office at its international mailing address: 25th Floor Ayala Life-FGU Center, 6811 Ayala Avenue, Makati City, Metro Manila, Philippines 1226; Phone: (63-2) 887-1345; Fax: (63-2) 887-1164; E-mail: manila.adb.office.box@mail.doc.gov. Information about these projects are likewise available at our website at <http://www.buyusa.gov/adb>. This office works closely with the Office of the U.S. Executive Director to the ADB to increase American awareness of, and participation in, the ADB's activities.

5. The projects listed in this report are now being actively processed by the ADB. For more information on these projects, the name of the ADB project officer is indicated in the project brief. The U.S Commercial Service Liaison Office to the ADB is ready to provide assistance to U.S. firms upon request.

6. The following loan projects are reprinted with permission from the Asian Development Bank, from the ADB website at <http://www.adb.org> and appeared for the first time in May 2006. For more information on development in Asia and the Pacific, see <http://www.adb.org>.

LOAN PROJECTS, JUNE 2006

A. BANGLADESH

A.1: Project Name	:	Secondary Education Sector Development Program
Loan No.	:	BAN 37307-01
Executing Agency	:	Ministry of Education
Loan Amount	:	US\$ 115 million
Sector/Sub-sector	:	Education /Basic Education

Objectives and Scope:

The overall objective is to contribute to poverty reduction in Bangladesh by improving the quality of and increasing access to secondary education. Relevant and quality education will support the continued social and economic development of Bangladesh and expand employment opportunities for its population. The three major components: (i) increasing accountability and transparency in secondary education management, (ii) improving the quality of education, and (iii) improving equity of access to secondary education.

Procurement:

Goods: All ADB-financed goods and related services, and civil works will be procured in accordance with ADB's Guidelines for Procurement. PIU will determine bid packages and propose procurement methods, as approved by ADB.

Services: The quality-based selection (QBS) method will be used for the selection of a team of consultants with estimated international inputs of 138 person-months and domestic inputs of 285 person-months.

Environmental Category: C

Project Processing Stage: Fact-finding Mission Completed: 29 March 2006.

Project Officer : Leah C. Gutierrez
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A.2: Project Name : Secondary Towns Water Supply and Sanitation
Loan No. : BAN 36297-01
Executing Agency : Department of Public Health Engineering
Loan Amount : US\$ 50 million
Sector/Sub-sector : Water Supply, Sanitation & Waste Management /
Water Supply & Sanitation

Objectives and Scope:

The primary impact of the Project is to improve the living conditions and health standards in participating secondary towns and improve sustainability of purashava-level water utilities. The over-arching outcome of the project will be the sustainable access to improved and safe water and sanitation services in the project areas. More specific outcomes will include: (i) increased quantity and quality of water supply; (ii) increased sanitation coverage; (iii) improved community awareness of the link between proper hygiene, sanitation, and health; (iv) improved capacity of pourashavas to implement, operate, manage and maintain water supply and sanitation investments; (v) adoption of improved management practices consistent with SDP-WSSB for greater efficiency and sustainability of local water utilities; and (vi) improved capacity of Department of Public

Health Engineering (DPHE) to plan, design, supervise, monitor and provide technical assistance to pourashavas and local water utilities.

Procurement:

Goods: Goods works and services financed by ADB will be procured in accordance with ADB's Guidelines for Procurement. Contracts above \$1.5 million will be procured using International Competitive Bidding (ICB) procedures, contracts up to \$1.5 million will be procured through Local Competitive Building (LCB) procedures, and items costing the equivalent of \$100,000 or less may be procured through ADB's direct purchase (DP) procedures.

Services: Consultants will be selected and engaged using ADB's quality-and cost-based selection (QCBS) procedures in accordance with ADB's Guidelines on the Use of Consultants and other arrangements satisfactory to ADB for engaging consultants and NGOs. Consulting services will be provided in 3 packages at the PMU level: (i) project management, engineering design and supervision; (ii) institutional capacity building, and (iii) awareness programs. In addition, purashava-level NGOs will be engaged by the PIU to mobilize communities and construct community water points and sanitation facilities. An estimated 126 person-months of international consulting and 1,741 person months of domestic consulting expertise will be required.

Environmental Category: To be determined.

Project Processing Stage: Management Review Meeting (MRM) Completed: 31 March 2006.

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B. PAKISTAN

Project Name : **Balochistan Water Resources and Rural Infrastructure Development (formerly Balochistan Rural Dev and Drought Mitigation)**

Loan No. : PAK 34335-01
Executing Agency : Irrigation and Power Department
Loan Amount : US\$ 85 million
Sector/Sub-sector : Agriculture & Natural Resources /Irrigation & Drainage

Objectives and Scope:

The Project seeks to reduce rural poverty and increase resilience to periods of drought in poor farming communities in Balochistan province through investments in water resources infrastructure, command area development, catchment area conservation works, and rural access roads. It aims to provide more sustainable and remunerative farming systems in 12 of the poorest districts in Pakistan. The Project components include: (i) community development and support; (ii) community managed irrigation and water resources development; (iii) rural access roads; (iv) agricultural support services; and (v) project implementation support.

Procurement:

Goods: Goods and services financed from the proceeds of the ADB will be procured in accordance with ADB's Guidelines for Procurement. Vehicles, equipment and supplies will be procured by international competitive bidding (ICB) where the cost is valued at more than \$500,000 equivalent, or by international shopping (IS) where the cost is valued from \$100,000 to \$500,000. Direct purchase (DP) will be applied for procurement of goods and supplies estimated to cost less than \$100,000. Small subprojects (less than Rs 1.0 million, \$16,670) are mostly for rural livelihood subprojects and will be implemented on a force account basis, under agreements with community organizations or as appropriate. Medium subprojects (less Rs 10.0 million, \$166,700) include mostly rural road subprojects and will be implemented using standard government procedures, subject to prior ADB review. Large subprojects (more than Rs 10.0 million, \$166,700), mostly for the irrigation subprojects, will be implemented under contracts tendered and awarded by national competitive bidding using standard documents acceptable to the ADB.

Services: A team of consultants comprising 1,188 person-months of domestic experts will be engaged to assist with project implementation. A separate team of financial management consultants comprising 246 person-months of domestic experts will also be engaged. Selection and engagement of consultants will be through firms in accordance with ADB's Guidelines on the Use of Consultants and other arrangements satisfactory to ADB for the engagement of domestic consultants. Quality and cost-based selection (QCBS) procedures will be followed in recruitment. Advance action has been initiated for the consultant recruitment. The services of IP-NGOs with a thorough understanding of the project area and awareness of the social context in which project development activities will take place will also be required for the community mobilization and capacity building process. Given that the geographic coverage of qualified NGOs is limited, participating NGOs will be engaged through a consortium under a lead NGO through direct contracting with the prior approval of ADB. The initial contract will be for a period of 18 months, after which the PMU and ADB will evaluate the effectiveness of the consortium. Advance action will also be undertaken in the recruitment.

Environmental Category: B

Project Processing Stage: Appraisal Completed: 8 April 2006.

Project Officer : Paul J. Heytens
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C. PAPUA NEW GUINEA

Project Name : PNG Gas Project
Loan No. : PNG 39584-01
Executing Agency : Department of Treasury
Contact: Mr. Simon Tosali, Secretary, Dept. of Treasury
Address: Executive Branch & Corporate Services Division
4th Floor, Vulupindi Haus, Port Moresby
Papua New Guinea
Tel. No.: (67-5) 328-8810; Fax. No.: (67-5) 328-8804
Loan Amount : US\$ 60 million
Sector/Sub-sector : Energy /Transmission & Distribution

Objectives and Scope:

Construction of: (i) New wells, gathering system and gas processing facilities at Hides and pipelines to Kutubu. (ii) A new Central Gas Conditioning Plant to be located near the existing Kutubu Central Production Facility (iii) A sales gas pipeline running through the Kikori River basin to the Omati River landfall, and from there offshore across the Gulf of Papua to the international border with Australia. (For the majority of its length within PNG, Kutubu to Omati, the sales gas pipeline right-of-way (ROW) lies within or adjacent to the easement of the existing crude oil export pipeline. At the international border with Australia, the sales gas pipeline owner becomes the AGL Petronas Consortium (APC) who will build the continuation of the pipeline to markets in Australia.

Procurement:

Goods: Please note that all procurement will be handled by the private sector sponsor.

Environmental Category: A

Project Processing Stage: Fact-finding Mission Completed: 31 March 2006.

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D. VIETNAM

Project Name : Central Region Small and Medium Towns Development
Loan No. : VIE 30286-01
Executing Agency : Ministry of Construction
Loan Amount : US\$ 50 million
Sector/Sub-sector : Water Supply, Sanitation & Waste Management /Integrated

Objectives and Scope:

The objectives are to expand and rehabilitate the water supply and sanitation (WSS) facilities in the subproject towns, support decentralized management of WSS provision, and sustain the delivery of WSS services through institutional and policy reforms, capacity building, and adequate cost recovery. Project components will include: (i) community environmental sanitation and awareness, (ii) water supply development and expansion, (iii) drainage and flood protection, (iv) environmental sanitation improvements, and (v) project management and institutional strengthening. By the end of the Project, it is expected that the subproject towns will have institutionalized awareness of the importance of environmental sanitation and hygiene, adequate production and distribution of safe water supplies, improved drainage and flood protection, improved solid waste collection system, improved organizational efficiency and capacity for sustained WSS delivery, and a conducive regulatory framework for WSS operations.

Procurement:

Goods: To be determined.

Services: To be determined.

Environmental Category: B

Project Processing Stage: Fact-finding Mission in Field: 3 May 2006.

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